

## REAL ESTATE SALES.

A MORE CONVENIENT AND DIRECT  
METHOD IS NEEDED.

Many of the Agents and Owners in This  
City Want a Sale-room Such as are in  
Use in Other Cities—Some Opposition.

The article in last Sunday's Times from the pen of a prominent real estate man in Norfolk and the editorial on the same subject published in the same issue has created a deep interest in the minds of the real estate men and property owners in the city.

Richmond already has an admirable Real Estate Association but no exchange or sales room where the real estate interests may be focused and the combined influences of agent, owner, and speculator may be exerted for creating an interest and value in real estate.

The old antiquated methods of only selling property on the premises which has given away elsewhere to more concentrated and less inconvenient methods still prevail here, and there are some of the members of the association who still cling to it. It is especially among the young and most progressive agents the sales room is declared a necessity for the city's property.

The real estate men, while not a unity on the subject, are mostly in favor of the move, and while several are seemingly indifferent to it, there is little direct opposition. Such opposition as does exist seems to have grown out of unfortunate experiences of a like attempt some years ago, when the sale-room was not a success and the conditions unlike those which now exist.

It is believed that "an exchange" started now would succeed from the beginning, and that the few gentlemen who are indifferent to the matter now would be its most ardent supporters when the results were shown.

To be a real success, however, the real estate agents must be a unity. A little more confidence, a little more co-operation, a little more pull, a hard pull, and a few all together, would at this time accomplish more in creating a real estate market in Richmond than years of individual effort.

WHAT MR. FIZZING WANTS.

In reply to the question what he thought of the desirability of having a real estate auction room in Richmond, and what he thought the advantages would be, Mr. Wm. H. Fizzing, of Goss & Crawford & Co., said:

"In my opinion the establishing of a real estate auction room would only result in manifold benefits to both the owners of property and to the agents. This method of selling property is now, and has been for some time past, in operation in the large cities of the world and works without any trouble whatever. By the adoption of such a course for sales, those desiring to purchase real estate would not have to go to the auction rooms to attend them, in which case the property owner would be benefited by having his property sold at the rate of his property regardless of the weather and the location of the real estate, and undoubtedly, in many cases, where people would go to the auction-rooms with the view of purchasing a certain piece of property and would find themselves out, they would remain to other sales, and in all probability become purchasers of other property which could not be the very best, but yet held on the premises. One of the greatest difficulties experienced now in the sale of property at auction is to get bidders to attend the sales. In my opinion if the sales to be held each day were fully advertised in the daily papers, there would always be enough purchasers at the auction rooms to make good sales. The postponement of sales on account of the weather would be avoided and thus expenses reduced. In fact, such a system would those persons who are demonstrating it to be held in large numbers of bids, there would always be sufficient to meet those requirements and thus obviate the necessity of calling a sale off on account of no bidders, which is often the very expensive result. Again in the sale of country or suburban real estate, the cost of vehicles for transportation, etc., is done away with to the advantage of the property owner. I am heartily in favor of the scheme and think these are but a few of the many advantages to be derived from its adoption."

MR. MCNEIL'S OPINION.

To the same question Mr. W. A. McNeil promptly replied:

"I am in favor of any means which will make real estate more of a commodity of trade, and which will facilitate its transferability."

I think it is, without question, the fact that when you take the buy and sell of a present element out of business and leave only the business opposite to consumption, that the best element of the business is gone. I do not wish by this element to be confounded with the speculative element which prevailed in this and other sections several years ago, and from which the business has since suffered, for there can be a healthy 'buy and sell for a profit' element without its being a speculative one. I see no good reason why the same facilities should not be given to the buying and selling of realty as is given to the buying and selling of any other article. This can only be accomplished by providing the means and methods employed in other branches of business, in real estate dealings. I am now and always have been heartily in favor of having a real estate exchange in this city, and believe the real estate brokers in their failure to provide and maintain one, not only doing themselves an injury, but the entire community, and the sooner they realize this and act the better it will be."

MR. POLLARD'S REPLY.

Mr. H. R. Pollard, Jr., of the firm of Pollard & Bushy, said:

"Certainly I read Mr. Sharp's letter, clever letter, clever man. What an achievement it will be when our Association has an 'Auction Room.'

"Our antique custom of selling on the premises, must go. When it does, the number of dealers, investors and speculators in real estate will be increased 50 per cent. In a few years, Capitalist that never think of attending an auction sale now would in a convenient and comfortable room become speculators and then purchasers."

MR. ROSE AGREES WITH MR. SHARP.

Mr. H. R. Pollard, Jr., of the firm of Pollard & Bushy, said:

"The most useful ornament you can add to your parlor furniture. Come and see them."

WALTER D. MOSES & CO.,  
105 east Main street.

Croquette machine, rasin seeders,  
Phone 74.

JOHN M. NOLTING.

Splash!

Through a lens a savant looked.  
For planets not already hooked;  
When to be did, as plain as could be,  
"Buy Glasses at R. O. C."

For the benefit of the reader we will state that R. O. C. stands for the Richmond Optical Company, the leading house of its kind in the South. Their place of business is at 105 east Broad street. This establishment has the largest stock of spectacles and other optical goods. If you're "out of sight" see them.

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WALTER D. MOSES & CO.,  
105 east Main street.

PICTURE FRAMING.

ART GOODS.  
GOLD LEAF CABINET FRAMING,  
AND PICTURINGS.  
PHOTO CAMERAS FOR XMAS.

QUEER PEOPLE FOR SENSIBLE PEOPLE  
AND QUEER PEOPLE FOR CHILDREN. They are in  
those funny books offered by The Times ad.

FOR A XMAS PRESENT, BUY A NEW EMERSON  
PIANO. \$500.00 IN DAILY USE.

THOMAS G. BURTON & CO.

HOLIDAY GOODS.

A NICE PIANO IS A MOST ACCEPTABLE GIFT,  
WE CAN ALSO GET ONE IN EITHER STEINWAY,  
HARDMAN OR KIMBELL. WE HAVE THEM IN ALL  
PRICES AND SIZES OF CASES. OUR TERMS AND  
PRICES MADE TO SUIT ALL.

WALTER D. MOSES & CO.,  
105 east Main street.

OPPOSITION'S SALES-ROOM.

MR. JOHN T. GODDIN was the only agent I saw who was outspoken against the measure, and he said:

"We are not in favor of a real estate

estate will sell to better advantage on the premises in most cases, where the property will show for itself, and buyers can see and decide for themselves, and fewer complications would be likely to

arise in case of sales. We have at present a real estate association, which will accomplish all that is necessary where concert of action is required."

## Great Reduction.

NORWELL & CO.

Will offer for the next few weeks every thing in their stock of Diamond Rings, Laces Pins, Pendants, American and Imported Watches, Chains, Bracelets, Lockets, Clocks, Bronzes and Silver Novelties at prices that will satisfy the most economical buyer.

TRUSTEE'S AUCTION SALE OF WEST END PROPERTY.

MESSRS. J. B. ELAM & CO., real estate agents, will sell by public auction on the premises, to-morrow evening, commencing at 3:30 o'clock, three very desirable dwellings and a most attractive store and dwelling, all of which are situated in the growing western part of the city. For full particulars see the advertisement under auction sales in another column. Investors and speculators should be sure to attend this sale.

ROANOKE, VA., Dec. 8, 1894.

MESSRS. JOHN B. CARY & SON, AGENTS  
NORTHWESTERN MUTUAL LIFE INSURANCE  
COMPANY.

Gentlemen.—To-day I received your check for \$2.51 on account of what the Northwestern calls a "mortuary dividend" upon the life insurance policies of the late Mr. Rush C. Derr, for which remittance you will please accept my thanks in behalf of my mother, who is still living.

At the same time allow me to express my profound astonishment at such phenomenal corporate integrity in this age of unscrupulous greed.

When the Northwestern promptly paid in full the policies referred to without any of the usual contentious haggling about such claims, as the representative of the beneficiary, I gave you a full receipt, and thought that you had treated us with all fairness and justice. But this voluntary remittance from accumulations wholly unknown to me, and again: which we made no sort of claim for, is a remarkable feature of the policyholder, of all the life insurance companies that have ever come within my knowledge.

But what I most admire about the Northwestern is that the beneficiary (who is always more or less helpless) actually gets what the insured paid for without fighting for it, as becomes necessary with

many other insurance companies.

Very truly,

(Signed) ARTHUR N. DERR.

Christmas goods. Phone 74.

JOHN M. NOLTING.

We Will Ad Ad.

Take a look at the largest stock of Music Cabinets ever seen in Richmond. Just the thing to fit the void.

WALTER D. MOSES & CO.,  
105 east Main street.

Leather Card Cases and all styles Leather Goods. Prayers and Hymnals at all prices.

WEST, JOHNSTON & CO.

Christmas Flowers.

Largest display of palms, ferns and blossoming plants in the city for Christmas presents. Greenhouse, attached to store, open every night. Public invited.

J. H. HARVEY & CO.,  
5 W. Broad street.

Church Bell Musical Ass. clavios.

Owing to the fact that the musical Ass. clavios will be required by the City Council of Richmond, we will be unable to sell them until after the first of January.

Some elegant Ass. clavios, one pair of a kind, will be sold for \$1.00; same style, India, will be \$1.25; same style, \$1.50.

Large Heart-Shaped Smyrna Rugs will be \$2.00; the \$5 size for \$3.00.

The \$5 All-Wool Druggets, 3x3½ yards, will be \$2.00.

The \$5 ones will be \$3.50.

The \$5 Wool-Covers, heavy cheviot, will be \$2.00.

Every Color Chenille Portieres, with figured dado and lambrequin fringe, will be sold for \$5.00.

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